LOCAL BRIEFS.

vided for Judges of the St. Louis Court

Chas. Keith of Higginsville was evening from a brief stay in Kansas here Tuesday.

Dr. J. E. Tucker went Odessa Monday evening on business.

Judge J. E. Burden went to Kansas sas City Tuesday on business.

Miss Katherine Fulkerson spent Saturday in Kansas City.

Chas. Lyons went to Kansas City Saturday morning on legal business. Lee Meng spent Tuesday in Kansas Miss Nancy Vivion returned from City. Kansas City Monday evening.

Geo. B. Gordon went to Kansas City Tuesday to spend the day.

Mr. and Mrs. Henry Offell spent vention. Saturday in Kane is City.

Aubrey Wright went to Waterloo Friday evening for a short stay.

Herbert and Miss Clara Zimmerman and Edward and Miss Amanda Marcks spent Sunday in Napoleon.

Mrs. J. Q. Cope and son, J. Q., Jr., went to Kansas City Monday for a brief visit.

Mr. and Mrs. Thomas Crenshaw returned to their home in Kansas City Sunday evening after a visit with relatives here.

Mrs. George R. Cooper returned to strength, too, is wonderful and he her home in Kansas City Saturday

Mrs. Clarence Vivion returned Friday evening from a visit of several days in Independence.

Mrs. Ryland Todhunter returned Friday evening from a trip to

Warsaw and Clinton. Morris Johnson of Boonville ar- he had finished this piece the su- picks," was the reply.

rived Saturday morning to spend dience was fully aware that the perseveral days in this city. Mrs. J. O. Lesueur and son, Will-

iam, left Saturday morning for a trip to Texas.

Mrs. U. G. Phetzing, who has been membered, although there was not an visiting in Kansas City for the past uninteresting number on it. few days, returned home Friday It would be difficult to speak too

Mrs. J. C. Casper, who has been Considering his youth and the fact visiting relatives in this city for a that he was playing on a strange few weeks, left Friday evening piano his performance was truly wonfor her home in Cheyenne Wells,

Mrs. M. L. Vaughan of Wichita arrived Friday evening for a visit dience than that of Saturday evewith the family of Dr. M. G. Roberts | ning. in this city.

Mrs. Howard Henry and little daughter, Virginia, returned Friday evening from a trip to Chilhowee and Kansas City.

Mr. and Mrs. J. W. Shouse left

Saturday morning for Eldorado Take Our NO 8

When Traveling Eastward

LEAVES

Kansas City

1:15 p. m. ARRIVES AT

Saint Louis

11:00 p. m.

Broiler Buffet, Observation Sleeping Cars, Free Reclining Chair Cars.

Four Other Trains Daily

MISSOURI PACIFIC IRON MOUNTAIN

Through the Heart of Missouri,

Average Man or Woman of the Middle Class is Well Taught, Says Writer.

The "Intelligenzia" of Russia, writes the Hon. Maurice Baring in "A Year in Russia," is, properly dry in places, fell, in their attempts speaking, composed of every one who to rise and walk, like men dead can read or write. But the term is drunk. generally used to designate those belong to the professional classesdoctors, professors, teachers and liter- things, these incubators, Would you ary men. The average man or wom- believe that there's a bird that an of the Russian middle class is better educated than the average English man or woman of the same

eign classics. They often speak two and monotonous work of setting. languages besides Russian, and they are conversant with modern thought in the various European countries, which will be useful to them.

Money back.

Springs to locate. Mr. Shouse will

engage in the grocery business there.

L. W. Marshall returned Monday

Misses Susie Brawner and Florence

Mrs. H. B. Tunstall returned Mon-

Mr. and Mrs. J. F. Winn and Miss

Dr. G. W. Hyde and Rev. R. T.

Mansfield went to Corder Tuesday

ing to attend the Sunday School con-

Pres. E. W. White went to Kansas

City Tuesday to attend the meet-

ng of the Baptist State Board of

Mulilbauer's Recital,

Franz Xaver Muhibauer, the pian-

ist who gave a recital at Central col-

is an exceedingly young man, but a

finished artist in every sense. His

technique is accurate and he puts his

whole soul into his work. His

plays the heaviest pieces with almost

no show of physical exertion. There

is no doubt about his being a genius

and there is a strong probability that

former was a master. Weber's Invi-

tation a la Valse, Schuett's A la

highly in praise of Mr. Muhlbauer.

derful. It is to be hoped that he will

come to Lexington again and if he

does he will have a much larger au-

Chopin Nocture F major

III

Mac Dowel To a Water Lily

Schütt...... A la capricieuse

Liszt..... The Maid of Ganges

As an encore after the Chopin

group he played a Chopin Mazurka;

for the third group a Humoresque by

Max Reger; for the Liszt groupa

Delightful Birthday Party.

guests of little Miss Margaret Hor-

tense Heathman Friday afternoon

from 3 to 5 at the home of her parents,

Mr. and Mrs. D. O. Heathman, on

College street, the occasion being

the hostess' fifth birthday. The little

guests enjoyed themselves immensely.

The principal diversion of the after-

noon was the old but interesting

game, pinning the tail on the donkey.

Prizes were awarded as follows: girls'

girls' consolation prize to Miss Mary

Ellen Silver. The boys' prize was

won by Master Edward Gabel and the

boys' consolation prize went to Master

Billy Bandon. Many beautiful pres-

ents were received. The refresh-

ments consisted of ice cream, cake

prize to Miss Dolly Maud Davis, and

About fifty young people were the

Polonaise.

and candy.

Etude, E major

Scherzo, Bilat minor

Au Lac de Wallenstadt

Rhapsodie No. XIV

The program was as follows:

day evening from a trip to Chila-

Becker visited in Kansas City

Tuesday.

Educators.

dation of knowledge. The average Russian boy knows more about English history than the average English boy, let alone European history. A cultivated Russian of the middle class is saturated with John Stuart Mill, Ruskin, Morley and Carlyle, and Shakespeare, Milton and Shelley are treated as Russian classics,-Youth's Companion.

THE AMBIDEXTERITY FAD.

The idea of ambidexterity, so popular a little while ago, is going out even faster than it came in.

"Time given to the left hand," said a school teacher, "is time taken from the right. In making the left hand more skillful you make the right less so. An ambidextrous nation would produce no Michael Angelos, no Laliques. They used to say that Japan was ambidextrous, but that is not true. There is no more ambidexterity among the Japanese than among us. Do you lege last Saturday evening, proved know the only place where ambidexall that was expected and more. He terity is frequent? In lunatic asylums. Idiots are nearly always ambidexterous."

TOO MUCH FOR HIM.

"Yes," said the thin party, "I'm going to change my boarding place. Those three-course dinners are too much for my digestive apparatus,"

he will in the near future be recog-"Three-course dinner!" exclaimed nized as one of the world's great his friend. "Of what do they con-His rendition of the Chopin B flat sist?"

scherzo was seemingly perfect. When "Napkins, ice water and tooth-

WANT TO GROW TALL.

Capricieuse and Liszt's Rhapsodie Miss Janet M. Johnstone, a teach-No. XIV were the other pieces on the er in a girls' school at Kanazawa, program that will be most re-Japan, says that Japanese girls have begun to take a great interest in athletics. They are especially anxious to become tall and walk a great deal in the hope that it will help them in this respect, as they do not wish to remain little people.

OVERTIME.

The Professor-Come to my house to-night, and I'll find you ome work.

The Wayfarer-Impossible, sir. I Beethoven.....Sonata Appassionata belong to the mendicant's branch of the Professional Loafers' union, and they won't let us work overtime .-Sketch.

THE GENTLE HINT.

"Oh, that I had an ambassador Weber.....Invitation a la Valse at the court of love!" sighed the Schütt......Caprice Sganarella

bashful swain, with downcast eyes. "A minister would be good enough for me," replied the demure

"Arabella !" "Herbert!"-Punch.

ALWAYS BUSY.

"What kind of a statesman is Bliggins?"

"One of those who go around before election telling how people are going to vote and who are equally busy after election explaining why they didn't."

A GOOD AVERAGE.

Madge-How did your summer campaign pan out?

Dolly-It was fairly successful. I captured five engagement rings and only two of them turned out to be

THREE BIRDS WITH ONE STONE.

"What did Baker do when he discovered that his wife and chauffeur had planned to elope in his car?" "He oiled it thoroughly and put it in first-class shape."

EDUCATION OF THE RUSSIAN MAKE THEIR OWN INCUBATORS

The Megaphode, an Australian Bird, Has No Trouble Hatching Out Its Chicks.

In the incubator the pale yellow chicks, their soft down not yet quite

"There's another," said the chickmembers of the middle class who en farmer, as an excited little head came out of an egg. "Wonderful makes them?

"Yes, sir; a bird, the megapode, makes its own incubator every time it has a nest of eggs; it isn't both-They are saturated with the for- ered, like other birds, with the long

"The megapode hails from Australia-the Barrier reef country. Its incubator is a simple affair, merely so far as it is allowed to reach them. a great mound of leaves. In these They are taught at school things leaves it buries its eggs, knowing that in that hot, moist climate the Every one receives a general foun- leaves will ferment, and in their fermentation give off just enough heat to hatch the chicks.

"Who can deny intelligence to this bird, which makes its own incubator to hatch out its own eggs?"

SEE VALUE IN ESPERANTO.

Consul Norton of Chemnitz, Germany, says that public recognition of Esperanto is steadily advancing in Germany; general attention is awakened to its trade value; great weight is being laid on its use by the blind, so that the number of publications available for their use can be notably increased and that a million or more people are using the language. The postmaster-general of the United Kingdom has admitted Esperanto on the same footing as modern European languages for use in telegraphing and the Japanese minister of foreign affairs has advised his countrymen to master the language.

SUFFICIENCY.



Attorney-What reason have you for not wanting to serve on this jury? Talesman-Well, you see, I think-"Sufficient; you're excused."

ABOUT THE SIZE OF IT.

"Ever notice it?" queried the installment querist.

"Did I ever notice what?" asked the innnocent bystander.

"That the strength of mind in adults doesn't begin to compare with the strength of failure to mind in children?" concluded the i. q.

NOT MUCH.

Johnny said to his father the other day: "Father, have you ever noticed how often mother says: 'And so on, and so on?""

"Oh, yes, Johnny," was father's reply, looking sadly at the breast of his shirt; "but it never applies te buttons, my boy."

JUST WHAT SHE WANTED.

The lecturer had been describing some of the sights he had seen abroad. "There are some spectacles," he said, "that one never forgets."

"I wish you could tell me where I can get a pair of them," exclaimed an old lady in the audience. "I'm always forgetting mine."

HAMLET'S MISFORTUNE.

"Do you think Hamlet was mentally unbalanced?"

"No," answered Mr. Stormington Barnes; "he was merely unfortunate in living at a time when there was no society of psychological research to whom he could tell his troubles."

LAYING IT BARE.

"I know what I say of you is true," she hissed.

"How do you know?" gasped the unhappy man.

"Your face betrays you." He could not deny it then. "Yes," he murmured, "it is true. I shaved myself."

ABOUT ADVERTISING-NO. 7

The Cannon That Modernized Japan

By Herbert Kaufman.

Business is no longer a man to man contact, in which the merchant and the patron establish a personal bond, any more than battle is a hand-to-hand grapple, where bone and muscle and sinew decide the outcome. Trade as well as war has changed in its aspect—both are now fought at long range.

Just as a present day army of heroes would have no opportunity to display the individual valor of its members, just so a merchant who counts upon his personal acquaintanceship for success is a relic of the past-a business dode.

Japan changed her policy of exclusion to foreigners after a fleet of warships battered down the Satsuma fortifications. The Samurai, who had hitherto considered their blades and bows good enough, discovered that one cannon was mightier than all the swords in creation if they could not get near enough to use them. Japan profited by the lesson. She did not wait until further ramparts were battered to pieces, but was satisfied with her one experience and proceeded to modernize her methods.

The merchant who doesn't advertise is pretty much in the same position as that in which Japan stood when her eyes were opened to the fact that times had changed. The long range publicity of a competitor will as surely destroy your business as the cannon of the foreigners crumbled the walls of Satsuma. Unless you take the lesson to heart, unless you realise the importance of advertising, not only as the means of extending your business but for defending it as well, you must be prepared to face the consequences of a folly as great as that of a duelist who expects to survive in a contest in which his adversary bears a sword twice the length of his own.

Don't think that it's too late to begin because there are so many stores which have had the advantage of years of cumulative advertising. The city is growing. It will grow even more next year. It needs increased trading facilities just as it's hungry for new neighborhoods.

But it will never again support neighborhood stores. Newspaper advertising has eliminated the strength of being locally prominent, and five cent street car fares have cut out the advantage of being "around the corner." A store five miles away can reach out through the columns of the daily newspaper and draw your next door neighbor to its aisles, while you sit by and see the people on your own block enticed away without your being able to retaliate or supply new customers to take their place.

It is not a question of your ability to stand the cost of advertising but of being able to survive without it. The thing you have to consider is not only an extension of your business but holding what you already have.

Advertising is an investment, the cost of which is in the same proportion to its returns as seeds are to the harvest. And it is just as preposterous for you to consider publicity as an expense as it would be for a farmer to hesitate over purchasing a fertilizer if he discovered that he could profitably increase his crops by employing it.

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General Hauling

All Work Done Neatly and Carefully, Guaranteed Satisfactory or No Charge. BUS MEETS ALL TRAINS. CARRIAGE ON CALL TO THE DEPOT.

C. L. KENNEY

BARN PHONE 18.

RESIDENCE PHONE 17.

THE CLEAN MEAT MARKET.

I handle the best of everything belonging to a First Class Meat Market. Cleanliness, Quality, just weight, and the right price are to be found here.

SEITER'S MARKET

ADVERTISE IN The Intelligencer

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